



# Power of Entrepreneurship

**Microsoft**



**AMGEN**

**amazon.com.**



NORDSTROM

# Fueling the engine

## Drivers

- Research
- **Funding**
- **Talent**

## Success Factors

- *Commercialization*
- ***Start-up Capital***
- ***Exits***
- ***Leadership***
- ***Education***

*The Technology Alliance is dedicated to excellent education systems, strong research capacity, and a robust entrepreneurial environment.*

# Trends: National Investment

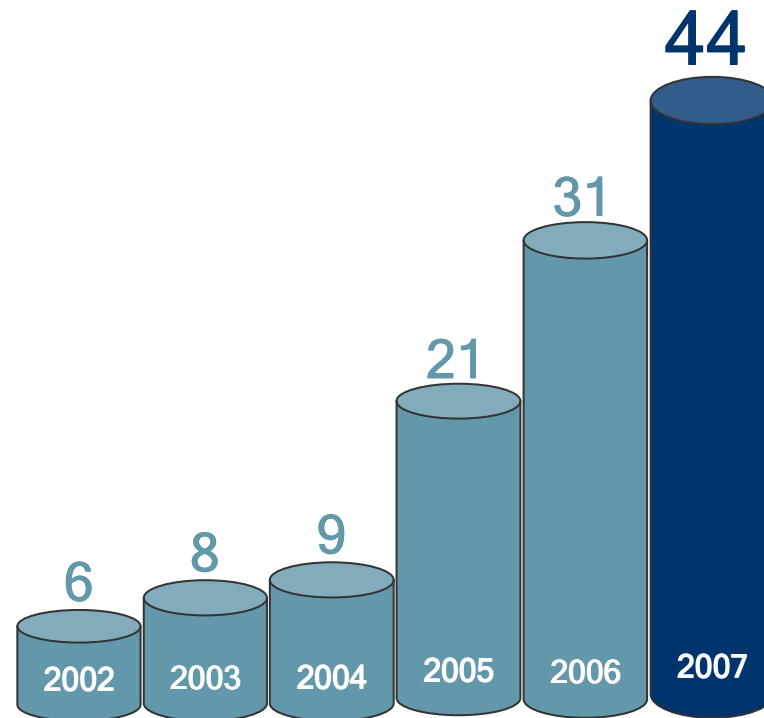
- PwC Moneytree Venture Report
  - Investment
    - 1<sup>st</sup> 1/2 2008: \$14.9 B, 1967 companies
    - Up \$62M over 1<sup>st</sup> 1/2 2007
    - On track with 2007 year-end: \$30.7B, 3916 deals
  - Fundraising
    - 1<sup>st</sup> 1/2 2008: \$141 funds, \$16.2 B
    - 2007 year-end: 248 funds, \$35.8 B



# Trends: Local Investing

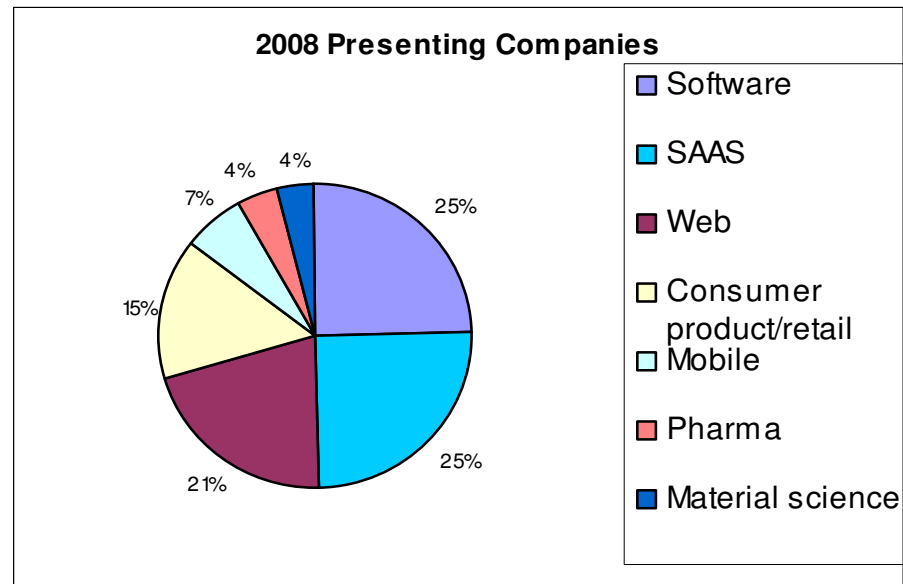
- **Established in 1997**
- Over **2,000 company submissions**
- Over **300 company presentations** to our membership
- **\$35 MILLION** direct investment by AoA members in **120 companies**
- **\$34 MILLION** additional investment in AoA companies through our network

**AoA Deals per Year 2002-2007**



# Local Investing Update

	<u>2007</u>	<u>2008 YTD</u>
Meetings Taken	174	154
Screening Board Invites	62	47
Presentations	<u>32</u>	<u>24</u>
<b>New Investments</b>	<b>15</b>	<b>14</b>



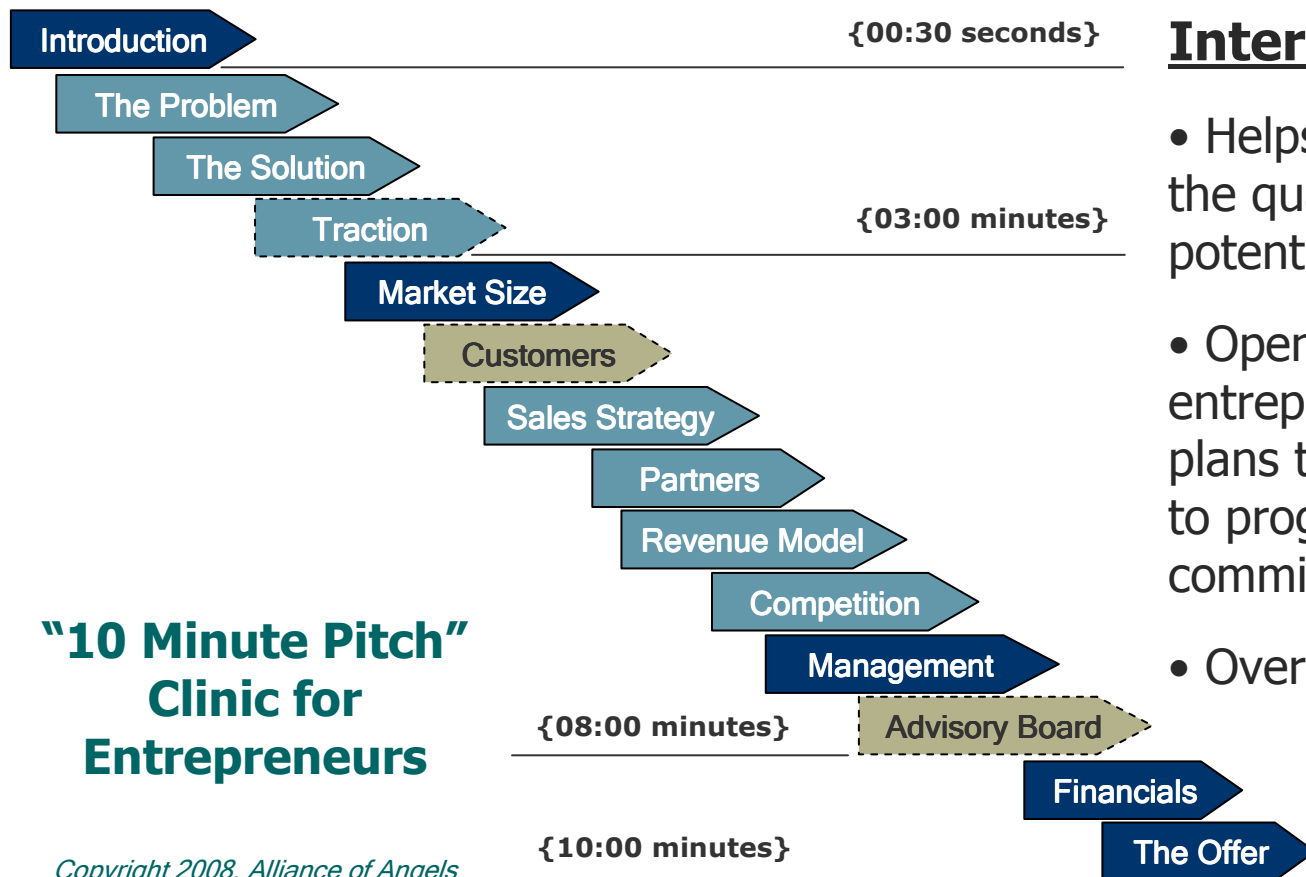
## Trends: Exits

- **Time to exit:** *8.6 year average*
- **VC-backed IPO's:** *5 (\$283M value)*
  - 1<sup>st</sup> 1/2 2007: 18, \$2.2B
- **VC-backed M&A:**
  - Volume: 120 (down 29% from 169)
  - Composition: 64% technology
  - Deals with disclosed value:
    - 1<sup>st</sup> 1/2 2008: 42 for \$6B
    - 1<sup>st</sup> 1/2 2007: 65 for \$8.5B

# Local exits: 2008 YTD



# What can be done? Education



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## Interactive workshop:

- Helps entrepreneurs improve the quality of their pitch to potential investors
- Open to anyone; free to entrepreneurs who submit plans to AoA but are not ready to progress to screening committee
- Over 750 attendees to date



# Additional AoA Resources

## Entrepreneur Roundtables

- Quarterly events to AoA “alumni”
- Free beer, free advice
  - *Communicating with investors*
  - *Building a team*
  - *Structuring win/win deals*



## The Angel Angle: AoA Blog

Providing an inside look at angel deals, entrepreneurial innovation, and startup activity in the Pacific Northwest.

## AoA Seed Fund: Angel investing, super-charged

A committed source of capital that invests alongside AoA members.

# Community Resources

- Regional co-investment

- *Angelsoft*



- *ACA collaboration*



- Sirti IP/Biznet



# Appendix Slides





# The Entrepreneur-Friendly Angel Organization

## Who We Are:

A membership organization of more than 50 individual accredited investors and representatives of 17 investment firms

## Our Mission:

To support high-growth early stage companies in the Pacific Northwest by providing access to financing and entrepreneur education.

